

As an MPC, I have been providing USPS products for twenty years. A few years ago, an initiative from the USPS was presented to all MPC owners at a convention announcing a partnership arrangement known today as the Approved Shipper Program. I gratefully and immediately signed up and looked forward to this alliance.

Now, however, the USPS wants to scuttle this arrangement and compete directly with small business MPCs like mine through enhanced mailbox services. There have been many postings on the objections to the PRC allowing this service enhancement to move forward and the reasons for the objections. I wish to focus more on how MPCs in general benefit in other areas of service and products that contribute to their respective local Postal District.

- 1) This MPC generates \$150,000 annually in stamp and postage sales of all kinds to the local Postal District. Many other MPCs generate much more.
- 2) MPCs provide a gateway to the needs of the general public with many USPS products.
- 3) MPCs promote USPS products to the general public through advertising that the individual MPC pays without any assistance from the USPS.
- 4) MPCs provide a drop-off point at no charge to those customers generating their own shipping label and the return of goods with Parcel Select return shipping labels.
- 5) MPCs at their own expense invest in up to date technology in order to enhance mail processing especially now with online generation of customs forms for International Mail.
- 6) MPCs protect the USPS from hazardous or illegal mailings.
- 7) MPCs provide suggestive selling of USPS shipping options.

All of these points I make are valuable relationship building blocks between MPCs and the USPS. The USPS needs to strengthen the Approved Shipper Program by pulling back on the mailbox enhancement proposal and redoubling the efforts to recruit more MPCs into the Program instead of attempting to allure the PMB customer away from the MPC.

Respectfully Submitted,

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